

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 PM-05
NSC-05 SP-02 SS-15 H-01 SIL-01 LAB-04 /069 W
-----104281 162003Z /45

R 161715Z JUN 78
FM AMEMBASSY BONN
TO SECSTATE WASHDC 9470
INFO AMEMBASSY BERLIN
AMEMBASSY LONDON
AMEMBASSY PARIS
AMEMBASSY BRUSSELS
AMEMBASSY SOFIA
AMEMBASSY ANKARA
USMISSION USBERLIN
AMCONSUL ISTANBUL

C O N F I D E N T I A L SECTION 01 OF 02 BONN 11150

E.O. 11652: GDS
TAGS: EAIR, PGOV, GW, WB (BULGARIA) (TURKEY)
SUBJECT: CIVAIR: AEROAMERICA TURKISH WORKER FLIGHTS

REF: USBERLIN 690

1. IN JUNE 6 CONVERSATION WITH EMBASSY ECON/COMM
MINISTER-COUNSELLOR, AND CIVIL AIR ATTACHE, AEROAMERICA
MANAGING DIRECTOR FOR BERLIN SCHLUETER AND VICE
PRESIDENT FOR SALES MATHUS SAID THAT AEROAMERICA WAS
DOING VERY WELL IN THE COMPETITION FOR TURKISH
WORKER CHARTERS WITH THE AVERAGE LOAD ON THESE
FLIGHTS WAY UP. AT THE SAME TIME, THEY SAID, THY
IS NOT DOING AT ALL WELL WITH THEIR FLIGHTS FOR
TURKISH WORKERS AND THE "GRAPE VINE" REPORTS THAT
THEY WILL STOP SERVICING SCHOENFELD. IF THAT
HAPPENS, THE AEROAMERICA OFFICIALS BELIEVE THE
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GOVERNMENT OF TURKEY WILL ALSO REVOKE INTERFLUG'S
RIGHTS BETWEEN SCHOENFELD AND TURKEY.

2. AEROAMERICA IS CURRENTLY MAKING A BIG EFFORT TO
BUILD UP ITS VOLUME IN THIS AREA. THEY HAVE
PROPOSED TO THE FRG THAT THEY BE PERMITTED TO RUN
FLIGHTS FROM BERLIN VIA HANNOVER WITH FULL FIFTH

FREEDOM RIGHTS FROM AND TO HANNOVER. THE FEDERAL MINISTRY OF TRANSPORT (FMT) HAS INDICATED THAT IT WOULD NOT PERMIT UNLIMITED FILL-UP BETWEEN TURKEY AND HANNOVER, BUT THAT IT WOULD ALLOW SOME TO SUPPLEMENT CHARTER GROUPS ORIGINATING IN BERLIN.

3. SCHLUETER AND MATHUS REPORTED THAT AEROAMERCA WAS AS THINLY SPREAD AS EVER, WITH OPERATIONS IN PAKISTAN AND CYPRUS AS WELL AS BERLIN. THEY CONTINUE TO USE OUTSIDE OF BERLIN ONE AIRCRAFT WHICH WAS

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DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 PM-05
NSC-05 SP-02 SS-15 H-01 SIL-01 LAB-04 /069 W
-----104067 162004Z /45

R 161715Z JUN 78
FM AMEMBASSY BONN
TO SECSTATE WASHDC 9471
INFO AMEMBASSY BERLIN
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C O N F I D E N T I A L SECTION 02 OF 02 BONN 11150

DESIGNATED IN THEIR AGREEMENT WITH THE BERLINER FLUG RING (BFR) FOR STAND-BY FOR CHARTER FLIGHTS UNDER THE BFR-AEROAMERICA CONTRACT. ALTHOUGH THIS IS WHAT LED TO TROUBLE WITH THE BFR LAST YEAR, AEROAMERICA HAS INTERPRETED ITS CONTRACT TO ALLOW DEPLOYMENT OF THE BACK-UP AIRCRAFT ELSEWHERE. TWO 707'S ARE BEING ACQUIRED AND ONE WILL BE BASED IN

BERLIN, BUT THIS WILL REPLACE A 720 RATHER THAN
SUPPLEMENT THE EXISTING FLEET. THE AEROAMERICA
REPRESENTATIVES CONCEDE THAT THIS IS SPREADING THEIR
RESOURCES DANGEROUSLY THIN, BUT ARGUE THAT
THE COSTS OF KEEPING AN ADDITIONAL BACK-UP AIRCRAFT
IN BERLIN IS UNACCEPTABLE HIGH.

4. TURKISH WORKER FLIGHTS IF CONDUCTED AS AT PRESENT
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WILL NOT ADD SIGNIFICANT ADDITIONAL STRAIN ON
AEROAMERICA'S RESOURCES, BECAUSE THEY ARE GENERALLY
FLOWN AT TIMES WHEN THERE IS NO OTHER USE FOR THE
BERLIN BASED AIRCRAFT.

COMMENT: AEROAMERICA'S VIEW OF TURKISH WORKER SIT-
UATION IN OBVIOUS CONTRAST TO THAT OF DAN AIR
AS REPORTED REFTEL, AND MAY WELL B E WISHFUL
THINKING ON PART OF AEROAMERICA.

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